: 8070-01-P

FEDERAL HOUSING FINANCE AGENCY

[No. 2023-N-6]

Proposed Collection; Comment Request

AGENCY: Federal Housing Finance Agency.

ACTION: National Survey of Mortgage Originations – 30-Day notice of submission of

information collection for approval from Office of Management and Budget.

SUMMARY: In accordance with the requirements of the Paperwork Reduction Act of 1995 (PRA), the Federal Housing Finance Agency (FHFA) is seeking public comments concerning an information collection known as the "National Survey of Mortgage Originations" (NSMO), which has been assigned control number 2590-0012 by the Office of Management and Budget (OMB). FHFA intends to submit the information collection to OMB for review and approval of a three-year extension of the control number, which is due to expire on June 30, 2023.

DATES: Interested persons may submit comments on or before [INSERT DATE 30 DAYS AFTER DATE OF PUBLICATION IN THE FEDERAL REGISTER].

ADDRESSES: Submit comments to the Office of Information and Regulatory Affairs of the Office of Management and Budget, Attention: Desk Officer for the Federal Housing Finance Agency, Washington, DC 20503, Fax: (202) 395-3047, E-mail:

OIRA_submission@omb.eop.gov. Please also submit comments to FHFA, identified by "Proposed Collection; Comment Request: 'National Survey of Mortgage Originations, (No. 2023-N-6)'" by any of the following methods:

- Agency Website: www.fhfa.gov/open-for-comment-or-input.
- Federal eRulemaking Portal: http://www.regulations.gov. Follow the instructions for submitting comments. If you submit your comment to the

Federal eRulemaking Portal, please also send it by e-mail to FHFA at RegComments@fhfa.gov to ensure timely receipt by the agency.

Mail/Hand Delivery: Federal Housing Finance Agency, Fourth Floor, 400
 Seventh Street SW., Washington, DC 20219, ATTENTION: Proposed
 Collection; Comment Request: "National Survey of Mortgage Originations,
 (No. 2023-N-6)." Please note that all mail sent to FHFA via the U.S. Postal
 Service is routed through a national irradiation facility, a process that may
 delay delivery by approximately two weeks. For any time-sensitive
 correspondence, please plan accordingly.

We will post all public comments we receive without change, including any personal information you provide, such as your name and address, email address, and telephone number, on the FHFA website at http://www.fhfa.gov.

Copies of all comments received will be available for examination by the public through the electronic comment docket for this PRA Notice also located on the FHFA website.

FOR FURTHER INFORMATION CONTACT: Saty Patrabansh, Associate Director, Office of Data and Statistics, *Saty.Patrabansh@fhfa.gov*, (202) 649-3213; or Angela Supervielle, Counsel, *Angela.Supervielle@fhfa.gov*, (202) 649-3973, (these are not toll-free numbers). For TTY/TRS users with hearing and speech disabilities, dial 711 and ask to be connected to any of the contact numbers above.

SUPPLEMENTARY INFORMATION:

A. Need For and Use of the Information Collection

The NSMO is a recurring quarterly survey of individuals who have recently obtained a loan secured by a first mortgage on single-family residential property. The survey questionnaire is sent to a representative sample of approximately 6,000 recent mortgage borrowers each calendar quarter and typically consists of about 96 multiple

choice and short answer questions designed to obtain information about borrowers' experiences in choosing and in taking out a mortgage.¹ The questionnaire may be completed either on paper (in English only) or electronically online (in either English or Spanish). FHFA is also seeking clearance to pretest future iterations of the survey questionnaire and related materials from time to time through the use of cognitive pretesting. A copy of the survey questionnaire sent out in the first quarter of 2023 appears at the end of this notice.²

The NSMO is a component of the "National Mortgage Database" (NMDB)

Program which is a joint effort of FHFA and the Consumer Financial Protection Bureau (CFPB). The NMDB Program is designed to satisfy the Congressionally-mandated requirements of section 1324(c) of the Federal Housing Enterprises Financial Safety and Soundness Act.³ Section 1324(c) requires that FHFA conduct a monthly survey to collect data on the characteristics of individual prime and subprime mortgages, and on the borrowers and properties associated with those mortgages, in order to enable it to prepare a detailed annual report on the mortgage market activities of the Federal National Mortgage Association (Fannie Mae) and the Federal Home Loan Mortgage Corporation (Freddie Mac) for review by the appropriate Congressional oversight committees.

Section 1324(c) also authorizes and requires FHFA to compile a database of otherwise unavailable residential mortgage market information and to make that information available to the public in a timely fashion.

As a means of fulfilling those and other statutory requirements, as well as to support policymaking and research regarding the residential mortgage markets, FHFA and CFPB jointly established the NMDB Program in 2012. The Program is designed to

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¹ The NSMO questionnaire sent out in the first quarter of 2023 contained 96 questions.

² In addition, a copy of the questionnaire can be accessed online at:

http://www.fhfa.gov/Homeownersbuyer/Pages/National-Survey-of-Mortgage-Originations.aspx.

³ 12 U.S.C. 4544(c).

provide comprehensive information about the U.S. mortgage market and has three primary components: (1) the NMDB; (2) the NSMO; and (3) the American Survey of Mortgage Borrowers (ASMB).

The NMDB is a de-identified loan-level database of closed-end first-lien residential mortgage loans that is representative of the market as a whole, contains detailed loan-level information on the terms and performance of the mortgages and the characteristics of the associated borrowers and properties, is continually updated, has an historical component dating back to 1998, and provides a sampling frame for surveys to collect additional information. The core data in the NMDB are drawn from a random 1-in-20 sample of all closed-end first-lien mortgage files outstanding at any time between January 1998 and the present in the files of Experian, one of the three national credit repositories, with a random sample of mortgages newly reported to Experian added each quarter.

The NMDB draws additional information on mortgages in the NMDB datasets from other existing sources, including the Home Mortgage Disclosure Act (HMDA) data that are maintained by the Federal Financial Institutions Examination Council (FFIEC), property valuation models, and administrative data files maintained by Fannie Mae and Freddie Mac and by federal agencies. FHFA also obtains data from the ASMB, which historically solicited information on borrowers' experience with maintaining their existing mortgages, including their experience maintaining mortgages under financial stress, their experience in soliciting financial assistance, their success in accessing federally-sponsored programs designed to assist them, and, where applicable, any challenges they may have had in terminating a mortgage loan.⁴

While the ASMB focused on borrowers' experience with maintaining existing mortgages, the NSMO solicits information on newly-originated mortgages and the borrowers' experiences with the mortgage origination process. It was developed to

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⁴ OMB has assigned the ASMB control no. 2590-0015, which expires on July 31, 2025.

complement the NMDB by providing critical and timely information—not available from existing sources—on the range of nontraditional and subprime mortgage products being offered, the methods by which these mortgages are being marketed, and the characteristics of borrowers for these types of loans. In particular, the survey questionnaire is designed to elicit directly from mortgage borrowers information on the characteristics of the borrowers and on their experiences in finding and obtaining a mortgage loan, including: their mortgage shopping behavior; their mortgage closing experiences; their expectations regarding house price appreciation; and critical financial and other life events affecting their households, such as unemployment, expenses or divorce. The survey questions do not focus on the terms of the borrowers' mortgage loans because these fields are available in the Experian data. However, the NSMO collects a limited amount of information on each respondent's mortgage to verify that the Experian records and survey responses pertain to the same mortgage.

Each wave of the NSMO is sent to the primary borrowers on about 6,000 mortgage loans, which are drawn from a simple random sample of about 100,000 newly originated mortgage loans that are added to the National Mortgage Database from the Experian files each quarter (at present, this represents an approximately 1-in-15 sample of loans added to the National Mortgage Database and an approximately 1-in-300 sample of all mortgage loan originations). By contract with FHFA, the conduct of the NSMO is administered through Experian, which has subcontracted the survey administration through a competitive process to Westat, a nationally-recognized survey vendor. Westat also carries out the pre-testing of the survey materials.

B. Need For and Use of the Information Collection

FHFA views the NMDB Program as a whole, including the NSMO, as the

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⁵ The Fair Credit Reporting Act, 15 U.S.C. 1681 *et seq.*, requires that the survey process, because it utilizes borrower names and addresses drawn from credit reporting agency records, must be administered through Experian in order to maintain consumer privacy.

monthly "survey" that is required by section 1324 of the Safety and Soundness Act. Core inputs to the NMDB, such as a regular refresh of the Experian data, occur monthly, though NSMO itself does not. In combination with the other information in the NMDB, the information obtained through the NSMO is used to prepare the report to Congress on the mortgage market activities of Fannie Mae and Freddie Mac that FHFA is required to submit under section 1324, as well as for research and analysis by FHFA and CFPB in support of their regulatory and supervisory responsibilities related to the residential mortgage markets. The NSMO is especially critical in ensuring that the NMDB contains uniquely comprehensive information on the range of nontraditional and subprime mortgage products being offered, the methods by which these mortgages are being marketed and the characteristics—and particularly the creditworthiness—of borrowers for these types of loans. In March 2023, FHFA and the CFPB released a loan-level dataset collected through the NSMO for public use.⁶ The information provides a resource for research and analysis by federal agencies, by Fannie Mae and Freddie Mac, and by academics and other interested parties outside of the government.

FHFA is also seeking OMB approval to continue to conduct cognitive pre-testing of the survey materials. The Agency uses information collected through that process to assist in drafting and modifying the survey questions and instructions, as well as the related communications, to read in the way that will be most readily understood by the survey respondents and that will be most likely to elicit usable responses. Such information is also used to help the Agency decide on how best to organize and format the survey questionnaires.

The OMB control number for this information collection is 2590-0012. The current clearance for the information collection expires on June 30, 2023.

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⁶ The March 2023 NSMO public use dataset can be accessed here: https://www.fhfa.gov/DataTools/Downloads/Pages/NMDB_Data_Sets.aspx.

C. Burden Estimate

FHFA has analyzed the hour burden on members of the public associated with conducting the survey (10,080 hours) and with pre-testing the survey materials (50 hours) and estimates the total annual hour burden imposed on the public by this information collection to be 10,130 hours. The estimate for each phase of the collection was calculated as follows:

I. Conducting the Survey

FHFA estimates that the NSMO questionnaire will be sent to 24,000 recipients annually (6,000 recipients per quarterly survey x 4 calendar quarters). Although, based on historical experience, the Agency expects that only 20 to 30 percent of those surveys will be returned, it has assumed that all of the surveys will be returned for purposes of this burden calculation. Based on the reported experience of respondents to prior NSMO questionnaires, FHFA estimates that it will take each respondent 25 minutes to complete the survey, including the gathering of necessary materials to respond to the questions. This results in a total annual burden estimate of 10,080 hours for the survey phase of this collection (24,000 respondents x .42 hours per respondent = 10,080 hours annually).

II. *Pre-Testing the Materials*

FHFA estimates that it will pre-test the survey materials with 50 cognitive testing participants annually. The estimated participation time for each participant is one hour, resulting in a total annual burden estimate of 50 hours for the pre-testing phase of the collection (50 participants x 1 hour per participant = 50 hours annually).

D. Comment Request

In accordance with the requirements of 5 CFR 1320.8(d), FHFA published an initial notice and request for public comments regarding this information collection in the

Federal Register on December 6, 2022.⁷ The 60-day comment period closed on

February 6, 2023. FHFA received no comments.

FHFA requests written comments on the following: (1) Whether the collection of

information is necessary for the proper performance of FHFA functions, including

whether the information has practical utility; (2) the accuracy of FHFA's estimates of the

burdens of the collection of information; (3) ways to enhance the quality, utility, and

clarity of the information collected; and (4) ways to minimize the burden of the collection

of information on respondents, including through the use of automated collection

techniques or other forms of information technology.

Shawn Bucholtz,

Chief Data Officer,

Federal Housing Finance Agency.

⁷ See 87 FR 74616 (Dec. 6, 2022).





Improving Mortgage Experiences in America

National Survey of Mortgage Originations

You have been selected to participate in an important national survey. Learning directly from borrowers like you about your experiences obtaining a mortgage to purchase or refinance your home will help us improve lending practices and the mortgage process for future borrowers like you.

To Complete the Survey Online

PC/TABLET Go to: www.NSMOsurvey.com and enter the unique access code

provided in the letter and your 5-digit zip code.

MOBILE DEVICE Text your unique access code to (202) 759-2029 to receive a

link to the survey or scan the QR code.

ESPAÑOL Vaya a: <u>www.NSMOsurvey.com</u> e ingrese el código de acceso

único que se le envió en la carta y su código postal de 5 digitos.

Para contestar la encuesta en un aparato móvil/teléfono inteligente Envie en un mensaje de texto su código de acceso único al (202) 759-2029

o escanee el código QR.

While we prefer online to help us save costs for processing, it is important we hear from you. If you prefer paper, you can mail back the completed survey in the enclosed pre-paid postage envelope.

If you have any questions or need assistance completing this due to a disability, please call us toll free at 1-855-531-0724, TTY #711 or visit our web sites www.fhfa.gov/nsmo or www.consumerfinance.gov.

National Survey of Mortgage Originations

Who is sponsoring this survey?

The **Federal Housing Finance Agency (FHFA)**, is an independent regulatory agency responsible for the effective supervision, regulation, and housing mission oversight of <u>Fannie Mae</u>, <u>Freddie Mac</u>, the <u>Federal Home Loan Bank System</u>, and the Office of Finance, and ensures a competitive, liquid, efficient, and resilient housing finance market.

The Consumer Financial Protection Bureau (CFPB) is a Federal agency created in 2010 to make mortgages, credit cards, automobile and other consumer loans work better and ensure that these markets are fair, transparent, and competitive.

How was I selected for this survey?

Survey recipients were selected at random from across the United States. Your answers will not be connected to your name or any other identifying information.

How long will it take?

The time will vary based on your experiences, but you can expect to spend 15-25 minutes.

Privacy Act Notice: In accordance with the Privacy Act, as amended (5 U.S.C. § 552a), the following notice is provided. The information requested on this Survey is collected pursuant to 12 U.S.C. 4544 for the purposes of gathering information for the National Mortgage Database. Routine uses which may be made of the collected information can be found in the Federal Housing Finance Agency's System of Records Notice (SORN) FHFA-21 National Mortgage Database. Providing the requested information is voluntary. Submission of the survey authorizes FHFA to collect the information provided and to disclose it as set forth in the referenced SORN.

Paperwork Reduction Act Statement: Notwithstanding any other provision of the law, no person is required to respond to, nor shall any person be subject to a penalty for failure to comply with, a collection of information subject to the requirements of the Paperwork Reduction Act, unless that collection of information displays a currently valid OMB Control Number.

OMB No. 2590-0012 Expires 6/30/23

1.	Did you take out or co-sign for a mortgage loan sometime in the last couple of years including a purchase or any refinance/modification of an existing loan?					When you began the process of getting this mortgage, how concerned were you about qualifying for a mortgage?					
	existing loan?					☐ Very	☐ Somewha	t	☐ No	t at all	
Ţ 2.	- Yes No → Skip to 71 on page 7 When did you take out this a	a out a	ago? If wo	u tools	7.	How firm an ide mortgage you w		e abo	ut the		
۷.	When did you take out this n out or co-signed for more than refer to your experience with t	one n he mo	ortgage, st recent			Firm idea	Some idea	a	Li	tle idea	
	refinance, modification, or nev	v mort	gage.		8.	How much did y sources to get in mortgage lende	formation ab			_	
3	month year Did we mail this survey to th	a add	ross of th	0				A Lot	A Little	Not At All	
Э.	property you financed with t			·e		Your mortgage len					
			88			Other mortgage les					
	Yes No					Real estate agents Material in the ma				H	
4.	Who signed or co-signed for	this n	ortgage'.	?		Websites that prov		ш	ш		
	Mark <u>all</u> that apply.					on getting a mor					
	☐ I signed					Newspaper/TV/Ra	dio				
	Spouse/partner including a for	mer sp	ouse/partn	er		Friends/relatives/c	o-workers				
	Parents					Bankers, credit un	ions or financial	_	_	_	
	☐ Children ☐ Other relatives					planners Housing counselor	·e				
	Other (e.g. friend, business pa	rtner)				Other (specify)	3	ш	ш		
						Outer (speetry)				П	
\rightarrow	If you co-signed this loan wit									_	
	account all co-signers as best answering the survey. If no based on your own situation.	co-sig			9.	Which <u>one</u> of the shopping proces		est des	cribes y	our	
5.	When you began the process	-	-			☐ I picked the loa mortgage len		then I	picked th	e	
	mortgage, how familiar were co-signers) with each of the f					I picked the mo		roker fi	rst, and tl	nen	
	ml	Very	Somewhat	Not At All	10.	Which one of th		est des	cribes h	ow	
	The mortgage interest rates available at that time					you applied for	this mortgage	?			
	The different types of mortgages available					☐ Directly to a le ☐ Through a mor				ion	
	The mortgage process						lers to get you a				
	The down payment needed to qualify for a mortgage					☐ Through a buil ☐ Other (specify)	_	d finan	cing		
	The income needed to qualify for a mortgage				11	How many diffe	erent mortgag	e lend	ers/brol	ers.	
	Your credit history or credit score					did you seriousl where to apply	y consider bet	fore ch			
	The money needed at closing								_		
						1 2	□3 □·	4 [5 or m	iore	

12.	How many different mortgage lendid you end up applying to?		17. How open were you to suggestions from your mortgage lender/broker about mortgages with different features or terms?						
Γ	-1 0 0 0 0 0 0	5 or mo	re		☐ Very	☐ Somewhat		Not at all	
14.	13. Did you apply to more than of lender/broker for any of the reasons? Searching for better loan terms Concern over qualifying for a loan Information learned from the "Loan Estimate" Turned down on earlier application How important were each of the form	Yes	S No D D D D D D D D D D D D D D D D D D	18.	Lower interest rate Lower APR (Annua Lower closing fees Lower down payme Lower monthly payi An interest rate fixe	mortgage you too Im Il Percentage Rate) nt ment	portant		
	choosing the mortgage lender/bro	ker you	used		of the loan		무		
	for the mortgage you took out?		Not		A term of 30 years	naa	무	님	
	In	portant li			No mortgage insura	nce			
	Having an established banking relationship Having a local office or branch nearby Used previously to get a mortgage Mortgage lender/broker is a personal friend or relative			19.		y have given you a n toolkit: A step-l emember receivin	y-step)	
	Paperless online mortgage process				☐ Don't know				
	Recommendation from a friend/ relative/co-worker			20	In the process of	actting this mort	nage fi	com	
	Recommendation from a real estate agent/home builder			20.		ender/broker, did	you		
	Reputation of mortgage lender/broker				Have to add another	co-signer to qualify	Yes		
	Spoke my primary language, which is not English					rt errors or problems			
	Accommodations for people with disabilities				information about	income or assets			
15.	Who initiated the first contact bet the mortgage lender/broker you u mortgage you took out? I (or one of my co-signers) did				delays Delay or postpone of Have your "Loan Es				
	☐ The mortgage lender/broker did ☐ We were put in contact by a third pa real estate agent or home builder)	rty (such	as a		Check other sources				
16.	While you were getting your mort you <u>primarily</u> interact with your i			21.	Did the "Loan Es mortgage lender/		ived fi	rom your	
	lender/broker? Online (web portal, email) Phone (voice calls, text messages, fa Mail In person	x)			Have easy to unders Contain valuable inf	stand information formation n action, such as seek	Yes		
	☐ No primary way								



22.	During the application process were about mortgages with any of the following the same of the following the same of the same o			26.	Overall, how satisfied are y mortgage you got was the o			
		Yes	No			***	C14	Not
	An interest rate that is fixed for the life of the loan				Best terms to fit your needs	Very	Somewhat	At All
	An interest rate that could change over the life of the loan				Lowest interest rate for which you could qualify			
	A term of less than 30 years				Lowest closing costs			
	A higher interest rate in return for lower closing costs			27.	Overall, how satisfied are y	ou wit	h the	
	A lower interest rate in return for paying higher closing costs (discount points)				•	Very		Not At All
	Interest-only monthly payments				Mortgage lender/broker			
	An escrow account for taxes and/or				you used			
	homeowner insurance				Application process			
	A prepayment penalty (fee if the mortgage is paid off early)				Documentation process required for the loan			
	Reduced documentation or "easy"	_	_		Property appraisal			
	approval				Loan closing process		ш	ш
	An FHA, VA, USDA or Rural Housing loan				Information in mortgage disclosure documents Timeliness of mortgage			
•	T 1				disclosure documents	П	П	
23.	In selecting your settlement/closing a use someone	igent d	na you		Settlement agent	ō	- F	- E
	use someone	Yes	No		•		_	_
	Selected/recommended by the mortgage lender/broker, or real estate agent			28.	Did you take a course aboutalk to a professional housi			or
	You used previously			_	− □ Yes			
	Found shopping around				No → Skip to 32 on page 4			
	☐ Did not have a settlement/closing agent			↓ 2 9.	Was your home-buying cou		counselir	ıg
24.	Do you have title insurance on this m	ortga	ge?			Ye	s No	
	_		0		In person, one-on-one			
Г	-☐ Yes ☐ No ☐ G				In person, in a group	Ē		
ı	Skip to 26				Over the phone	Ē		
ı	_ Bont know				Online			
Ţ					Required			
25.	Which <u>one</u> best describes how you pi	cked t	he					
	title insurance?			30.	How many hours was your	home-	buying	
	Reissued previous title insurance				course or counseling?			
	Used title insurance recommended by m	ortgage	e		Less than 3 hours			
	lender/broker or settlement agent				\square 3 – 6 hours			
	☐ Shopped around				☐ 7 – 12 hours			
					☐ More than 12 hours			
				31.	Overall, how helpful was yo	our ho	me-buyin	g
					course or counseling?		_	
					☐ Very ☐ Somewhat	_	Not at all	



32.	Which <u>one</u> of these reasons bes most recent mortgage?	t desc	ribes	this	36. How important were the following in your ↑ decision to refinance, modify or obtain a new					
	■ To buy a property					mortgage?				
Г	☐ To refinance or modify an		1			Not Important Important				
	earlier mortgage To add/remove co-signer(s)/co-owner(s) To finance a construction loan					Change to a fixed-rate loan				
						Remove private mortgage insurance				
	To take out a new loan on a		> s	skip to 36		Get a lower monthly payment				
	mortgage-free property					Consolidate or pay down other debt				
	☐ Some other purpose (specify)					Repay the loan more quickly				
			J			Take out cash				
1					25					
33.	Did you do the following before			ou	37.	Approximately how much was owed, in total, on the old mortgage(s) and loan(s) you refinanced?				
	made an offer on this house or					the old mortgage(s) and loan(s) you remaineed:				
		Before Offer	After Offer	Did Not Do		\$.00				
	Contacted a lender to explore					Zero (the property was mortgage-free)				
	mortgage options					Bete (ale property was mortgage gree)				
	Got a pre-approval or pre- qualification from a lender				38.	Did you use the money you got from this				
	Decided on the type of loan	Н	H	Н		new mortgage for any of the following?				
	Made a decision on which					Yes No				
	lender to use					College expenses				
	Submitted an official loan	_	_	_		Buy out co-signer(s)/co-owner(s)				
	application					Pay off other bills or debts				
24	Did			e		Home repairs or new construction				
34.	Did you use any of the followin funds to buy this property?	g soui	rces of			Savings				
	rands to buy this property.			Not		Closing costs of new mortgage Business or investment				
	Deceased from the colo of another me		Used	Used		Other (specify)				
	Proceeds from the sale of another pro Savings, retirement account, inherita									
	or other assets	ncc,								
	Assistance or loan from a nonprofit of	or				□ Did not get money from refinancing This Mortgage				
	government agency									
	A second lien, home equity loan, or l equity line of credit (HELOC)	home	П							
	Gift or loan from family or friend			H		Tills Wortgage				
	Seller contribution		ŏ		3 9.	When you took out this most recent mortgage or				
						refinance, what was the dollar amount you				
35.	What percent of the purchase I					borrowed?				
	down payment to buy this prop					\$.00 Don't know				
	money from a prior home sale,	gitts,	etc.)			.00				
		4.1			40.	What is the monthly payment, including the				
		on't kn	ow			amount paid to escrow for taxes and insurance?				
	Skip to 39					00 🗖				
						\$00				
					41.	What is the interest rate on this mortgage?				
						O/ Doub!				
						%				



42.	Which one of the following best describes how you decided on the interest rate of your mortgage?					47. Were the loan costs you paid similar to what you had expected to pay based on the Loan Estimates						
	Paid higher closing costs to get lo		Ŭ	Ŭ		or Closing Disclosures you received?						
	Paid lower closing costs with a h	igher i	nterest	rate		☐ Yes ☐ No						
	Got a balance between closing co	sts an	d intere	st rate	48.	After closing on this mortgage, how	much	cash				
43.	Does this mortgage have					reserves in checking, savings, and other similar						
		Yes	No	Don't Know		assets did you have remaining?						
	A prepayment penalty (fee if the	163	140	Kilow		Less than one month's mortgage payme						
	mortgage is paid off early)					1-2 months' worth of mortgage paymer						
	An escrow account for taxes and/or	1 <u>11111</u>				3-6 months' worth of mortgage paymer						
	homeowner insurance					7 months' worth or more of mortgage payments						
	An adjustable rate (one that can		П		49.	Did you seek input about your closin	ig docu	ıments				
	change over the life of the loan) A balloon payment					from any of the following people?	Yes	No				
	Interest-only payments	H	H	H		Mortgage lender/broker						
	Private mortgage insurance	H	ä	H		Settlement/closing agent	ō	ō				
	Lender-required flood insurance	H		ä		Real estate agent						
	Delider-required frood hisdranice					Personal attorney						
44.	At any time after you made you	ır fin	al loan	ı		Title insurance agent						
	application did any of the following change?					Trusted friend or relative who is not						
	I	ligher	Same	Lower		a co-signer on the mortgage						
	Monthly payment					Housing counselor						
	Interest rate					Other (specify)						
	Other fees											
	Amount of money needed	_	_	_	50	Did 6 64b - 6-11i	1					
	to close loan				5 0.	50. Did you face any of the following at your <u>loan</u> <u>closing</u> ?						
45.	The "Closing Disclosure" state	ment	you re	eceived		<u>closing</u> :	Yes	No				
	at closing shows the loan closin	g cos	ts and	other		Loan documents not ready at closing						
	closing costs separately. What		the loa	ın		Closing did not occur as originally						
	closing costs you paid on this lo	oan?				scheduled Three-day rule required re-disclosure	H	H				
		٦	. la 1			Mortgage terms different at closing than	_					
	\$00	_ Doi	n't know	/		expected, e.g. interest rate, monthly						
46	How were the total closing cost	s (lna	n costs	sand		payment						
10.	other costs) for this loan paid?	s (iou	n cost.			More cash needed at closing than	_					
	F	Yes	No	Don't Know		expected, e.g. escrow, unexpected fees Less cash needed at closing than						
	By me or a co-signer with a check	103	110	TEHO!!		expected		П				
	or wire transfer					Asked to sign blank documents at closing		ī				
	Added to the mortgage amount					Asked to sign pre-dated or post-dated	_					
	By mortgage lender/broker					documents at closing						
	By seller/builder					Felt rushed at closing or not given time						
	Other (specify)					to read documents						
					51	T- 4b						
					51.	Is there any <u>additional problem</u> you while getting this mortgage that you	'd like	to tell				
	Loan had no closing costs				us about?	u like	to ten					
						as as out.						



52.	At the same time you took ou			58. Which one of the following best describes					
	did you also take out another property you financed with t			this property?					
	second lien, home equity loan,			Single-family detached house					
	line of credit (HELOC))?		J	Mobile home or manufactured home					
_	-□ Yes				Townhouse, row house, or villa				
	No → Skip to 54				☐ 2-unit, 3-unit, or 4-unit dwelling ☐ Apartment (or condo/co-op) in apartment				
53.	What was the amount of this	loan	?		building Unit in a partly commercial structure				
	.00				Other (specify)				
	☐ Don't know				59. Does this mortgage cover more than one unit?				
54.	How well could you explain t	o son	eone the		☐ Yes ☐ No				
		Verv	Somewhat	Not At All					
	Process of taking out a mortgage				60. About how much do you think this property is				
	Difference between a fixed- and an adjustable-rate mortgage				worth in terms of what you could sell it for now?				
	Difference between a prime and	_	_		\$00				
	subprime loan Difference between a mortgage's								
	interest rate and its APR				61. Do you rent out all or any portion of this				
	Amortization of a loan				property?				
	Consequences of not making required mortgage payments				Yes				
	Difference between lender's and owner's title insurance				62. How much rent do you receive annually?				
	Relationship between discount points and interest rate				\$00 per year				
	Reason payments into an escrow account can change				63. Besides you, the mortgage co-signers, and				
	This Mortgaged	Pro	perty		renters, does anyone else help pay the expenses for this property?				
==					☐ Yes ☐ No				
33.	When did you first become the property?	ne ow	ner of thi	s					
	property.				64. Which <u>one</u> of the following best describes how you use this property?				
	month year				Primary residence (where you				
56	What was the purchase price	ofth	is nroper	ty or	spend the majority of your time)				
20.	if you built it, how much did				☐ It will be my primary residence soon☐ Seasonal or second home☐				
	and land cost?				Home for other relatives Skip to 67				
	\$.00 □ Don't know				Rental or investment property on page 7				
					Other (specify)				
57.	Which one of the following b	est de	escribes h	ow	5. If primary residence, when did you move into				
	you acquired this property?			this property?					
	☐ Purchased an existing home ☐ Purchased a newly-built home	from	a builder		, , , ,				
	Had or purchased land and built				/				
	Received as a gift or inheritance				month year				
	Other (specify)								
	·								



56.	Which one of the follo				Your Household					
	willingness or ability t primary residence?	o move fi	rom your	•	71.	. What is your current mari	tal status?			
	☐ Willing and able to mo ☐ Willing but unable to ro ☐ Unwilling to move ☐ Unsure/Don't know at	nove				Married Separated Never married Divorced Widowed				
67.	In the last couple year changed in the neighb property is located?		here this			72. Do you have a partner decision-making and r running your househol legal spouse?	esponsibilit	ies of		
	Number of homes for sale				Ш	☐ Yes ☐ No				
	Number of vacant homes				₽L	ease answer the following qu	lections for	vou and		
	Number of homes for rent Number of foreclosures or					ur spouse or partner, if app		you and		
	short sales Number of homes impact					Age at last birthday:				
	by natural disasters						You	Spouse/ Partner		
	House prices						You	ratulei		
	Overall desirability of					,	years	years		
	living there		ш		74.	Sex:				
58.	What do you think will homes in this neighbor couple of years?					Male Female	You	Spouse/ Partner		
	☐ Increase a lot ☐ Increase a little ☐ Remain about the same ☐ Decrease a little ☐ Decrease a lot	·			75.	Highest level of education Some schooling High school graduate Technical school	achieved:	Spouse/ Partner		
59.	In the next couple of y the overall desirability neighborhood to chan	of living ge?		expect		Some college College graduate Postgraduate studies				
	☐ Become more desirabl ☐ Stay about the same ☐ Become less desirable	;			76.	. Hispanic or Latino:		Spouse/		
70.	How likely is it that in you will	the next	couple o	f years		Yes No	You	Partner		
	Sell this property Move but keep this proper Refinance the mortgage of this property Pay off this mortgage and the property mortgage-fi	ty [n [own _	ery Somew		77.	White Black or African American American Indian or Alaska Nat Asian Native Hawaiian or Other Pacit Islander		Spouse/ Partner		



78.	Spouse/			84. Approximately how much is your total annual household income from all sources (wages,					
	Self-employed full time	You	Partner		salaries, tips, interest, child support, i				
	Self-employed part time	П	H		income, retirement, social security, ar	id alim	ony)?		
	Employed full time	Н			Less than \$35,000				
		H	H		\$35,000 to \$49,999				
	Employed part time Retired	Н	H		\$50,000 to \$74,999 \$75,000 to \$99,999				
	Unemployed, temporarily laid-off	ш	Ц		\$100,000 to \$174,999				
	or on leave				\$175,000 or more				
	Not working for pay (student, homemaker, disabled)			85.	How does this total annual househo				
-0	P	TIG			compare to what it is in a "normal"	year?	'		
/9.	Ever served on active duty in the Forces, Reserves or National Gu				☐ Higher than normal☐ Normal				
	Never served in the military	You	Spouse/ Partner	0.4	Lower than normal				
	Only on active duty for training in the Reserves or National Guard			86.	Does your total annual household in include any of the following sources	?			
	Now on active duty				Wages or salary	Yes	No		
	On active duty in the past, but	П	П		Business or self-employment				
	not now	_	_		Interest or dividends	H	H		
80.	Besides you (and your spouse/pa	rtner) who else		Alimony or child support				
	lives in your household? Mark ai				Social Security, pension or other	_	_		
	☐ Children/grandchildren under age ☐ Children/grandchildren age 18 – 2	2		87	retirement benefits Does anyone in your household have	n any c	of the		
	Children/grandchildren age 23 or			07.	following?				
	☐ Parents of you or your spouse or p☐ Other relatives like siblings or cou					Yes	No		
	Non-relative	51115			401(k), 403(b), IRA, or pension plan				
					Stocks, bonds, or mutual funds (not in retirement accounts or pension plans)	_	_		
	☐ No one else				Certificates of deposit	-	H		
34	D 1 1 4 4		11.1		Investment real estate	Н	H		
51.	Do you speak a language other t home?	nan E	aigiish at				_		
Γ	-□ Yes □ No → Skip to 84			88.	Which <u>one</u> of the following statement describes the amount of financial riswilling to take when you save or ma	sk you			
š2.	Was it important to get your mo	rtgag	e		investments?				
	documents in this language?				Take substantial financial risks expects substantial returns	ng to ea	arn		
	☐ Yes ☐ No				☐ Take above-average financial risks expeam above-average returns	ecting	to		
83.	Did you get mortgage document language?	s in th	nis		Take average financial risks expecting average returns	to earn			
	Yes No				☐ Not willing to take any financial risks				



89.	Do you agree or disagree with the fo statements?	92. In the last couple years, how have the following changed for you (and your spouse/partner)?										
		Agree 1	Disagree			Significant		Significant				
	Owning a home is a good financial investment				Household income Housing expenses	Increase	Change	Decrease				
	Most mortgage lenders generally treat borrowers well				Non-housing expenses	H	H	H				
	Most mortgage lenders would offer me roughly the same rates and fees			93.	3. In the next couple of years, how do you expect the following to change for you (and your							
	Late payments will lower my credit rating				spouse/partner)?	-	-					
	Lenders shouldn't care about any late payments, only whether loans are fully repaid				Household income Housing expenses	Significant Increase	Change	Significant Decrease				
	It is okay to default or stop making mortgage payments if it is in the borrower's financial interest				Non-housing expenses	-	ä	ō				
	I would consider counseling or taking a course about managing my finances if	_		94.	l. How likely is it that in the next couple of years you (or your spouse/partner) will face							
	I faced financial difficulties					,	Very Som	Not ewhat At All				
					Retirement							
90.	In the last couple of years, have any	of the			Difficulties making your							
	following happened to you?	1227	22		mortgage payments A layoff, unemployment,	or						
	Separated, divorced or partner left	Yes	No		forced reduction in hou							
	Married, remarried or new partner	П	П		Some other personal fina	ncial						
	Death of a household member				crisis							
	Addition to your household (not spouse/partner)			95.	If your household fac personal financial cri							
	Person leaving your household (not spouse/partner)				years, how likely is it	you could	l	Not ewhat At All				
	Disability or serious illness of household member				Pay your bills for the nex	t 3						
	Disaster affecting a property you own	П	H		months without borrow							
	Disaster affecting your (or your spouse/partner's) work	П			Get significant financial I from family or friends							
	Moved within the area (less than 50 miles)				Borrow a significant amo from a bank or credit up							
	Moved to a new area (50 miles or more)				Significantly increase you income	ur						
91.	In the last couple of years, have any following happened to you (or your spouse/partner)?	of the		96.	In the next ten years, decrease the value of							
	spouse partiter).	Yes	No			• •						
	Layoff, unemployment, or reduced hours of work	п	п									
	Retirement	Н	Н									
	Promotion	H	H									
	Starting a new job											
	Starting a second job											
	Business failure											
	A personal financial crisis											



Thank you for completing this survey and sharing your experiences to help improve the processes of getting a mortgage. We have provided space below for any additional comments. Is there anything else you would like to tell us about your experience getting a mortgage to purchase or refinance your property? Please do <u>not</u> put your name or address on the questionnaire. Please use the enclosed business reply envelope to return your completed questionnaire. **FHFA** 1600 Research Blvd, RC B16 Rockville, MD 20850 For any questions about the survey or online access you can call toll free 1-855-531-0724.

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